

Industry News

Please forward it on...

Opening Hours Over Xmas

EMIR SUPPORT
0845 130 2172

24–26 Dec: Closed
27–28 Dec: Open 12.30 – 3.30pm, support only
31 Dec: Closed
1 Jan: Closed
2 Jan onwards: Open as normal.

HOSTED SERVER SUPPORT:
01858 414238

24 Dec: Closed at 3.30pm
25–26 Dec: Closed
27–31 Dec: 8am to 4pm
1 Jan: Closed
2 Jan onwards: Open as normal.



Issue 52
December 2018

Basic

Winding Database, E-commerce, Financial Interface, Stock, Purchasing, Quoting, Finance, Asset Management, Web-CALS, Labour Scheduling, CRM, Smartx Site, Web Job Tracker.

The AEMT Awards & Conference 2018

This year's AEMT Awards took place at the DoubleTree Hotel by Hilton in Coventry on the 29th of November and what a great night it was too!

170 attendees of industry specialists and their invited guests enjoyed an evening of entertainment and celebration with the short-listed companies and professionals that have excelled in their approach and innovation.

Following a champagne reception, the evening commenced with a keynote speech from the EMIR Software Director and AEMT President, Gary Downes, who highlighted how important the electro-mechanical sector was to industry and underlined the challenges we all face as the world encompasses new technologies and ever-changing marketplaces. One thing that was clear was that companies nominated in the awards process were clearly showcasing

their strengths and foresight to capture new markets and the attention of the world's leading organisations.

After a five-course banquet, the master of ceremonies, Andrew Castle, brought the room to order, thanked the sponsors for yet again supporting this auspicious occasion and unveiled the worthy finalists and eventual winners... see page 3.



Andrew Savage commended for his life of achievement

Mid-Kent Electrical have supported the work of the AEMT ever since Colin Savage established the business back in 1955.



MKE Engineering Group

They quickly realised the benefits of collaborating with other industry specialists and the need for standardisation, quality control and training in the workplace. As one of the present-day directors at MKE, Andrew has spearheaded this belief, driving innovation and quality in his own business and helping the AEMT to take this ethos to an ever-increasing audience.

Andrew worked on council for many years and held the office of AEMT President on not one, but two occasions from 2003–2005 and 2012–2013. Andrew is the second winner of the Lifetime Achievement award, following David Bowers in 2017.

AEMT representing industry at the CBI Conference

Theresa May spoke to business leaders on the 19th of November at the CBI Conference to explain her Brexit deal and why it was good for the country and its essential trade with the EU.

Gary Downes and Shaun Sutton, of Go Central, both attended on behalf of the AEMT. Gary commented:

“ European trade clearly cannot be allowed to be interrupted by the Brexit process and what business wants is the certainty that only an agreed deal can provide. Whilst the deal on the table is far from perfect, business is unanimous that No Deal is not an option and hopefully we will see a speedy resolution to an agreement that will allow businesses to progress and plan with security. ”





EMIR Development Focus Group

As part of our product's on-going development, the EMIR team met with a collective of Professional users to discuss the needs and ultimately the future direction of the system.

During previous consultations the group defined specific areas to focus on including, amongst others, the expansion of Professional to process Multiple Assets per job, further functionality in CRM and Smart Site and the larger subject and possibilities of exporting data from EMIR for use in reporting and other applications.

We are pleased to announce that each of the current topics, requested requirements and direction will be explored in online forums beginning in December.

- 17th Dec – Smart Site
- 21st Jan – CRM
- 4th Feb – Data Extraction and Self-Development

The following information highlights work that is being undertaken for release before the end of 2018 and other topics under consideration.

Thanks to all of the contributing companies.



CRM

Smart Phone Access (2018 release) – a modification of the current CRM web site that will recognise users are logging on with a Smart Phone. This will allow the searching of customers/prospects, entering a call or contact note and the visibility of quotes outstanding.



Projects in EMIR & CRM – the creation of a project list where notes and quotes can be appended and associated.

More activity types to be added to allow further clarity on activity and analysis.

Microsoft Exchange Integration – the storage of incoming and outgoing emails directly in CRM.



CRM

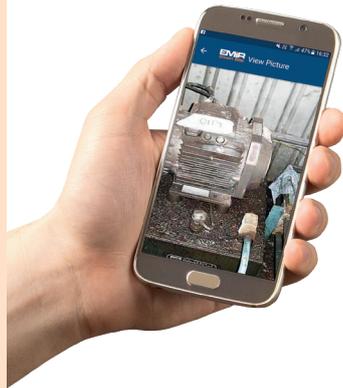
Smart Site

Risk Assessments – a requirement to create simple and complex RAM's during on-site visits.

Safety checklists – by job and engineer with separate signatures.

The addition of Damage reports – view and amend.

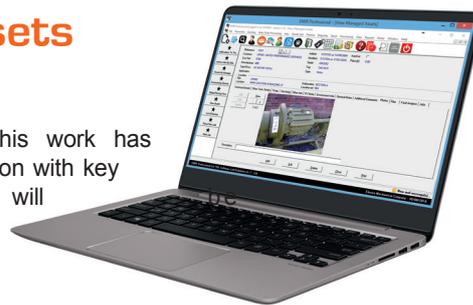
Smart Site is an Extension that is constantly evolving, more updates will be highlighted in update videos in the client login area.



Smart Site

Multiple Assets Per Job

The specification for this work has been written in conjunction with key EDFG members and will be available to read in early December.



Asset Management

Data Extraction

One of the main benefits of centralising your processing and job operations with EMIR Professional is the possibilities of using that information to further enhance the way you look at the effectiveness of the business in terms of reporting or the use of that data in other software applications.

Investigations are currently in process to look at how to make the database of EMIR more accessible and the documenting of tables and field names to make the process of extracting the right information as simple as possible. More on this topic as it is formulated.



Task Centre

Other Interesting EMIR Items

Quoting Module (2018 release) – revision numbers being added to each quotation with copy PDF documents.

Project Scheduling (2018 release) – the creation of a project management Gantt chart where different aspects of a project can be planned and actual days tracked.

Finance (2018 release) – a schedule for grouping NL codes and creation of blocks of NL codes.

More news from the AEMT Conference & Awards on the 29th November. The EMIR Team would like to congratulate all of the people who got involved and made this event a success, the members and their guests, the sponsors, all of the finalists and winners and, of course, the AEMT secretariat and Touchwave Media for doing an excellent job.

CONFERENCE NETWORKING



Andrew Savage of Mid Kent Electrical receiving the AEMT Lifetime Achievement Award



Gary Downes with the 'entertainment'!



Gary Downes, Director of EMIR Software and President of the AEMT



Exalto/Graphalloy – just one of the many exhibitors in the EXPO area

THE AEMT AWARD WINNERS



Mark and Deborah Watts, Latika and Gary Downes on the EMIR Software table



AEMT Conference & Awards

The Winners were:

- **Product of the Year** – Byworth Boilers for Unity, a system which employs the Internet of Things and advanced data analytics to systematically change boiler-related operations and services.
- **Project of the Year** – Central Group for Alton Towers Waterpark. Central provided solutions for a total of 47 pumps throughout the complex as well as significant savings in the waterpark's Master Blaster ride, which also benefitted from a reduction in operational wear and tear.
- **Service Centre of the Year** – Westin Drives. After a circa £1,000,000 investment in the facilities, incorporating a 20 Tonne lifting capacity, state of the art CNC machinery, and a technical training room, Westin Drives now provides its customers with a broad range of services from its Huddersfield based service centre.
- **Supplier of the Year** – Wire Electric Supplies. WES is one of the UK's foremost suppliers of electrical insulations and conductors.
- **Contribution to Skills & Training** – The Faraday Centre. The general ethos of the Faraday Centre is to save lives and avoid accidents by training clients in the correct application of electrical safety rules and procedures.
- **Rising Star Award** – Ryan Meierhofer, Apprentice Mechanical Engineer at Musk Process Services. Ryan is in the third year of a mechanical apprenticeship and has been employed in Asset care teams in the food and chemical sector. He is adept at finding developing-failures and understands the importance of reporting and dealing with faults to ensure no production is lost.
- **Lifetime Contribution Award** – Andrew Savage of Mid Kent Electrical (see page 1)

Christmas Offers for you!

In a few short weeks we will be entering a New Year [doesn't time fly!] and while we all begin to dream about holidays next year, we are giving you the chance to win a trip to Paris on the EuroStar from St Pancras.

The prize is a pair (2 Adults) of Standard Premier EuroStar Train tickets from St Pancras, London to Paris, France to be used in 2019.

To be included in the prize draw, which will take place on the 2nd of February, you need simply to make a new purchase of any EMIR Module, User Licence or Extension in December or January.



More Great News!

Competition Winner!

Congratulations to our August winner, **Chris Marvel** of **Cabel UK Limited**, in Oakham, who correctly guessed B. Repairs and is now the happy recipient of £50 of John Lewis Vouchers!



Chris Marvel (centre) joined on the winner's podium by Delphine and Gilly from Cabel.



Web Job Tracker



Web-CALS

Web-CALS & Web Job Tracker Offer

How often are your customers asking you for updates on Job Progress or how their assets are being managed and serviced? EMIR is one of the few systems used in the industry that offers this functionality as standard using the **Web-CALS** or **Web Job Tracker** Extensions. These Extensions will help you provide up-to-date service information to your clients whenever they wish to access it for themselves!

In December and January, we are offering each of these Extensions for just **£2,500**, which is half the RRP and they come with free installation and training included too! Call us soon for an online demonstration.

Welcome to New Customers...

Hayley 247

Based in Dudley in the West Midlands, Hayley 247 specialise in providing a comprehensive range of reactive and planned mechanical engineering services to a broad and diverse range of industry sectors.

www.hayley247.co.uk



APDS Limited

With an office based in Avonmouth, APDS boast the UK's largest stock of ABB drives, motors and soft starts along with a range of services to meet the need of even the most complex customers. www.apds.co.uk



£225 Christmas Bonus for Mat Savage of MKE!

We launched the EMIR Referral scheme at the Manchester United Open Day back in 2015 and, by keeping a note of the leads passed to us, we are able to reward the referrer when a sale progresses.

In August, Mat Savage of Mid Kent Electrical made us aware of his conversation recommending EMIR to Alan Jones of APDS, two months later and they became an EMIR Professional customer.

Matt emailed us... 'On Friday when we spoke I was a little taken back by the offer of vouchers as I was totally unaware I would receive them. I am genuinely pleased for you and all of your team that APDS have decided to use your system. I do tend to speak favourably of EMIR, as it does work well for us as a company, and it's good to hear that they listened to my rambling.'

A short conversation earned Mat £25 for the lead and a further £200 for the sale, see full details of the referral scheme on our website www.solutionsinit.com/rewards



CHRISTMAS COMPETITION

Recommend EMIR and send us the lead and you get vouchers to spend (£25) and another £200 if it turns into an order).

What vouchers do we give out?

A. Amazon

B. Edenred

C. Any vouchers that take your fancy!

To be entered in the draw, send your answer to sales@solutionsinit.com for a chance to win £50.



For more information please contact Solutions in I.T. Ltd on 0845 009 4588 or at www.solutionsinit.com